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THE CHALLENGERS POWERLIST

Graham Bright
Head of Compliance & Operations
Euro Exim Bank Ltd.

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Network 18

Euro Exim Bank, a Leading Trade Financing institution, Help Accelerates your Import and Export Business Transactions

Headquartered in St. Lucia with a representative office in London, Euro Exim Bank has been serving its clients across all industry sectors for more than 5 years now. They are a specialist in trade finance institution i.e. helping and facilitating the documents and the movement of goods internationally, working exclusively with buyers across the globe. They serve an increasing demand for financial instruments such as Letter of Credit, Standby Letter of Credit, Bank Guarantee, Offshore Bank Accounts, and Performance Bonds, enabling buyers anywhere to have a guaranteed trusted communication with the sellers and the seller's bank. They ensure every transaction is secured across its lifecycle. "We aim to be one of the leading international trade finance institutions focused on innovation that accelerates international transactions," says Graham Bright.

Currently, the bank has clients in over 100 countries. They deal with clients who have an amount of value of goods between \$100,00-\$10 million.

About Graham Bright

Graham Bright is Head – Compliance, and Operations at Euro Exim Bank Ltd, an innovative financial institution specializing in Trade Finance, facilitating global trade for buyers worldwide. With a number of roles and more than 35 years in the finance industry, his experience encompasses working collaboratively with industry utilities, regulators, and Central Banks, consulting, and partner/channels management. He holds a BA (Hons.) degree in Business Studies and is a serving UK Justice of the Peace in Willesden Magistrates Court. He also sits on Crown Court appeals at Harrow. He is a regular contributor to trade journals with published thought leadership articles in the financial technology press, and a speaker at trade industry conferences across the globe. In 2020, he was recognized as 'Most Innovative Executive in Trade Finance.'

Brought up in Hendon, and living in Edgware, he attended Bell Lane Junior and Hendon Country Grammar School. Graham also played colts rugby at Hendon Rugby Club and is a season ticket holder at Saracens.

Working with Ripple Network

Euro Exim Bank was an early adopter of Ripple, connecting banks, payment providers, and digital asset exchanges via RippleNet to provide clients one frictionless experience to send money globally.



Graham Bright
 Head of Compliance and Operations, Euro Exim Bank Ltd.

Institutions are able to instantly settle cross-border payments with end-to-end tracking. Payment details are confirmed prior to initiating the transaction through secure real-time messaging and confirmed with delivery information once it settles.

"Ripple is commonly known for its crypto-currency XRP but it is also a technology company which provides a facility for buyers/companies to transact in real-time and make instant payments across their network with a guarantee of immediate delivery," he says.

The system uses underlying XRP digital assets to minimize liquidity costs, enabling local receipts to be paid in local currency. This not only secures money flow but also reduces cash flow restrictions. "The real beauty of that transaction is that XRP does not fluctuate in the time that the transaction is taking place. It's a very secure and timely transaction," he adds.

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The bank follows a very heavy due diligence process in which it checks the financial situation of the company, registration, certification, and notarize documents. They also check the background of the shareholders. “So, we go through a very large checklist- we do interim checking, to make sure for example, the company still exists through the time of that transaction. We look at various factors like country risk, company risk, shareholder risk, and individual risk when we do business with our clients,” he explains.

USP of the Bank

The main USPs of the bank is the speed with which they operate, the cost model they offer, and the issuance of the letter of credit. “Today, major banks and other providers of similar services make a provision where their clients have to place up to 110% of the value of the trade-in account at the time of the transaction. They do this to make sure the risk is low for them. But this type of provision creates a problem for a small company as it severely affects their cash flow. In order to avoid such problems for our clients, we ask for appropriate capital and collateral (25%-50%) at the time of the transaction. Here, we retain the ownership of the goods until the bill is paid. This helps our clients to do business at a reasonable level,” asserts Graham.

Talking about future endeavors, he says, “Our future is bright. We are seeing many companies increased their trade business since COVID-19. In the future, we will witness more free trade agreements, especially in Africa to help the movement of goods and services without tariffs. At the same time, we will also see a number of sanctions and tariffs between the major countries like the USA and China. But there are still untapped markets around the world and our role is to identify those markets and provide our services to them.”

The bank also has a foundation called Euro Exim Foundation which takes philanthropic initiatives to make a difference. Their smart CSR strategy 2020 is established in recognition of the sense of duty they perceive towards their customers, employees, partners, suppliers, regulators, environment, and more. The foundation supports local charities in various countries like UK, Africa, India, and the Caribbean region. They provide humanitarian aid to people. They work with Montgomery height Zimbabwe Children’s foundation, Michael Sobell Hospice, Great Ormond Street Hospital Children’s charity, and Maa Krupa Foundation.



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Euro Exim Bank Ltd is one of a selected number of financial institutions with innovative cost-effective solutions, serving import and export business globally.

We facilitate trade finance through our extensive experience and electronic communication linking you to our comprehensive network of counterparts in Asia, Europe, the Middle East, Australasia and Latin America

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